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**For Immediate Release**

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## **Supplies Network and Preo Software Usher in New Era for Managed Print Services**

**St. Louis, MO – Calgary, Canada – Oct. 14, 2010** - Supplies Network, an industry leader in MPS infrastructure, and Preo Software, the market leader in User-centric Print Knowledge Management Systems, have revolutionized print and document management by integrating their proprietary software and services resulting in next-generation managed print capabilities not available through other sources. The partnership broadens MPS from managing “printers” to managing “printing” with invaluable document workflow and employee productivity benefits. The license agreement has a 4 year term.

The strategic partnership enables Supplies Network to establish a significant first-mover advantage in providing a broad range of print and document management services to others in the channel.

“What the Supplies Network-Preo relationship brings to the market is a new MPS model with the potential to be ubiquitous,” said Doug Johnson, Supplies Network SVP-MPS. “Supplies Network has invested in the infrastructure and competencies that make entry into MPS simple for others in the channel. We take the risk, while assuring both consistent performance and financials for MPS providers.”

Gary McCone, President of Preo went on to say, “I cannot tell you how pleased Preo is to be partnering with Doug Johnson and his team at Supplies Network; they really understand how to maximize the MPS value proposition for end-user clients, dealers and distributors.”

Through this partnership, Supplies Network is able to deliver a comprehensive MPS solution that is unparalleled in the industry, marrying robust customer assessments, device management, and document life cycle management. By focusing on the entire print infrastructure (“printers” and end-user “printing”) the economic benefits are much larger than current MPS offerings that address only part of the customer’s problem.

**Customer Assessments** will be enhanced with Preo’s SaaS-based architecture that is unique in the industry, eliminating hours of on-site document sampling and enabling efficiencies for large and multi-location clients. Data is *remotely* collected for *all* print devices—networked *and* local and *all* brands. Preo’s end-user data includes a profile of *all* users and *all* print jobs—the who, what, when, where, and how of printing.

**Device Management** will encompass supplies, break-fix service and printing behaviour. Most print devices are part of Supplies Network’s automated Supplies Management System, with replenishment based on consumption rates calculated through Preo’s industry-exclusive page coverage measurement system. Fleet management considers both worker productivity and cost-focused device selection and replacement.

(more)

**Document Life Cycle Management** will combine workflow-based assessment of printing needs with Preo's management of end-user printing behaviour. The design and deployment of effective guidelines can be developed to educate and advise end-users about appropriate printing options without impacting their productivity. Affecting print behaviour at the *point of origin* delivers measurable results and lasting improvements in print volume, cost, and green objectives

"The next evolution of MPS is now a reality; this partnership has the ability to be a disruptive force in the North American MPS landscape," said Jon Reardon, Group Director of InfoTrends. "Tight integration of the required infrastructure and systems, with device data and user data in a cost effective way has the potential to change the rules of the game for channel MPS."

Supplies Network's enhanced MPS services will be rolled out later in the fourth quarter collectively and as individual services. Resellers may purchase outside or as a part of Supplies Network's CARBON SIX® print management program. To learn more, call 800-775-5056 or go to [www.suppliesnetwork.com](http://www.suppliesnetwork.com).

#### **About Preo™ Software**

Preo Software Inc. is the market leader in providing Print Knowledge Management Systems (PKMS) to enterprises, select OEMs, and Managed Print Services providers around the world. Printelligence™, the company's award winning flagship SaaS (Software as a Service) offering, empowers users to optimize their print assets and reduce print volumes, while yielding significant cost savings and reducing the environmental footprint. Preo Software is a seven-year-old technology company maintaining offices in both Canada and in the United States with products deployed in over 3,000 organizations worldwide. For more information, visit [www.preosoftware.com](http://www.preosoftware.com).

#### **About Supplies Network**

Supplies Network is the largest privately-owned wholesaler of IT consumables in the U.S. An early innovator of Managed Print Services, the company leverages top industry talent, a robust IT-development team with experience in packaging SaaS services, and relationships with all segments of the print-provider value chain including major supplies manufacturers and resellers. In addition to being a leader in print management, Supplies Network specializes in IT supplies, equipment and data storage media from 70 leading manufacturers. One- and two-day UPS ground delivery is available to 99% of the U.S. population. For more information, visit [www.suppliesnetwork.com](http://www.suppliesnetwork.com) or call 800-729-9300.

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